

To: Sushovan Hussain[sushovanh@autonomy.com]; 'andrewk-autonomy.com'[andrewk@autonomy.com]
Cc: 'Stephen Chamberlain'[stephenc@autonomy.com]
From: Mike Lynch
Sent: Mon 8/8/2011 6:38:01 PM
Importance: Normal
Subject: RE:

ok

At 15:58 08/08/2011, Sushovan Hussain wrote:

I reviewed the spreadsheet and reconciled further. I suggest we disclose the following to Barcelona:

Taking the last 5 years, stripping down to pure OEM (i.e. excluding upsells, maintenance, Pods, proserve) and excluding OEMS Arsenal have bought (iwov, meridio, ML) we estimate the contributions below. Please note that IBM is approximately \$13m and Oracle is approximately \$6m.

Over \$10m category:

- EMC
- HP
- IBM
- Iron Mountain
- Video Monitoring Services

Under \$10m category:

- Adobe
- Bloomberg
- Computer Associates
- Dassault Systemes
- Deloitte
- Energy solutions
- Huron
- Hyland
- KPMG
- Rand
- Opentext
- Oracle
- Symantec
- Verdasys
- Xerox

Sushovan

From: Sushovan Hussain [<mailto:sushovanh@autonomy.com>]

Sent: 08 August 2011 00:32

To: 'Mike Lynch'; 'andrewk-autonomy.com'

Subject: RE:

I have carried out an initial analysis for the past 5 years. Unfortunately the data isn't broken down into a lot of detail on my spreadsheets. I have excluded all the smaller royalties, the upsells and PODS (there are lots of those – eg IBM upsell loads of contact centre solutions), oems that we have acquired (eg iwov, meridio, ml), maintenance and any proserve. So whilst i do not have a complete list i can say that indicatively the top OEMs are:

Over \$10m category:

- IBM
- EMC
- Iron Mountain
- HP
- Video Monitoring Services

Over \$5m category:

- Oracle
- Adobe
- Symantec
- KPMG
- Verdasys

Over \$1m category:

- McAfee
- Computer Associates
- Energy Solutions
- Dassault Systemes
- Rand
- Deloitte
- Hyland Software
- Huron consulting
- 3 Soft
- Xerox Docushare
- Cisco

From: Mike Lynch [<mailto:mrl@autonomy.com>]

Sent: 06 August 2011 21:38

To: andrewk-autonomy.com; sushovanh@autonomy.com

Subject:

need for marge

list of top 20 oems
and
estimate of rev by product

Dr Mike Lynch OBE FREng

CEO Autonomy

www.autonomy.com

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Dr Mike Lynch OBE FREng

CEO Autonomy

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United States District Court
Northern District of California

Trial Exhibit 15965

Case No: CR 18-0577 CRB

Date Entered: _____

By: _____

Deputy Clerk